



**Interoffice Memorandum**

July 21, 2020

**TO:** Mayor Jerry L. Demings  
and the Board of County Commissioners

**FROM:** Carrie Mathes, CFM, CPPO, C.P.M., Manager, Procurement  
Division

**CONTACT:** Deodat Budhu, P.E., Manager, Roads and Drainage Division  
(407) 836-7871

**SUBJECT:** Award of Invitation for Bids Y20-1078-AV, Right-of-Way  
Mowing – John Young Area Section II

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y20-1078-AV, Right-of-Way Mowing – John Young Area Section II, to the low responsive and responsible bidder, Aero Groundtek LLC, in the estimated contract award amount of \$381,200 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

**PURPOSE:**

This contract will provide right-of-way mowing for County owned properties in the John Young area section II.

**FUNDING:**

Funding is available in account number 1002-072-2906-3816.

**APPROVALS:**

The Roads and Drainage and Business Development Divisions concur with this recommendation.

**REMARKS:**

Three bids were received from pre-qualified bidders in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Aero Groundtek LLC has a satisfactory record of performance and is considered responsible. Prices have been determined reasonable as compared to current contracted pricing. Therefore, award is recommended to the low responsive and responsible bidder Aero Groundtek LLC.

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Award of Invitation for Bids Y20-1078-AV  
Right-of-Way Mowing – John Young Area Section II

The bid tabulation is as follows:

<u>Bidder:</u>		<u>Bid Total:</u>
Aero Groundtek LLC	Base Year	\$381,200
	Option Year 1	\$393,850
	Option Year 2	\$406,500
	Total Estimated Bid	\$1,181,550
Carol King Landscape Maintenance, Inc.	Base Year	\$472,890
	Option Year 1	\$488,360
	Option Year 2	\$503,830
	Total Estimated Bid	\$1,465,080
Ameriscapes Landscape Management Services, LLC	Base Year	\$595,250
	Option Year 1	\$615,250
	Option Year 2	\$635,250
	Total Estimated Bid	\$1,845,750



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

July 17, 2020

**TO:** Ana Villalona, Senior Purchasing Agent  
Procurement Division

**FROM:** Kesi Warren, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **IFB-Y20-1078-AV, Right of Way Mowing John Young Area Section II  
(Pre-qualified Contractors)**

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **Aero Groundtek LLC** a Certified Minority/Women Business Enterprise (M/WBE) firm. The Orange County certified firm is the lowest bidder on the pre-qualified contractors listing. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*

## BID COMPARISON

### Y20-1078-AV, Right of Way Mowing John Young Area Section II (Pre-Qualified Contractors)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Aero Groundtek, LLC (HM)	\$1,181,550				
2nd Low	Carol King Landscape Maintenance, Inc.	\$1,465,080	\$283,530	24.00%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,845,750	\$664,200	56.21%	\$380,670	25.98%